

❖ ORNAMENTAL ❖



❖ AND ❖



❖ FIELD ❖

FENCING

HARTMAN MFG. CO.,
Beaver Falls,
Penn.



Patent Steel Picket
FENCE ♦ AND ♦ GATES

—ARE—

NOVELTIES IN FENCING

—FOR THE—

Lawn, Yard,
Garden, Park,
Cemetery & Field.

It Will Pay to Read About Them!


It Will Pay to See Them!

It Will Pay to Order Them!

We want a reliable and pushing dealer in every town
to handle these goods.

*THE HENRY FRANCIS du PONT
WINTERTHUR MUSEUM
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H. W. HARTMAN,
PRESIDENT.

C. R. WYLIE,
SECRETARY AND TREASURER.

E. F. SHELLABERGER,
SUPERINTENDENT.

HARTMAN MFG. CO.,

WORKS:

Beaver Falls, Pa.

NEW YORK SALES AGENT,
R. THOMPSON, 105 CHAMBERS STREET.

BOSTON SALES AGENT,
R. THOMPSON, 140 CONGRESS STREET.

PHILADELPHIA SALES AGENTS,
HICKS & DICKEY, 413 COMMERCE STREET.

CINCINNATI SALES AGENTS,
C. R. TALBOTT CO., WIGGINS' BLOCK.

Superseding all former Circulars and Lists.

Beaver Falls, Pa., August 1, 1888.

Beaver Falls, Pa.:
Daily Tribune Job Rooms.
1888.

TO BUYERS OF FENCING.

All dealers sell our fence freely. In many prominent towns we have "exclusive agents" whose names will appear so stamped on all circulars sent you. Any dealer, however, has the privilege of stamping his name on circulars sent out.

If you wish to buy fencing and the nearest dealer has none to sell, write to us direct and we will at once see that the dealer is supplied, or we will inform you of the nearest place at which it can be obtained.

Give this fence one trial, that is all we ask; after that the fence will talk eloquently for itself.

Respectfully Yours,

HARTMAN MFG. CO.

A WORD OR FOUR ABOUT OUR FENCE.

BEAUTY, DURABILITY, CONVENIENCE, ECONOMY. These four words, if accepted in their fullest significance, will cover the qualities of the Hartman Manufacturing Co.'s Steel Picket Fence.

Graceful in outline, and presenting an appearance of solidity and substance, yet it does not obstruct from the view, the lawn which it protects; hence its BEAUTY.

Constructed of heavy steel wire which cannot be broken and is firmly held by steel pipe posts driven deep into the ground, and anchored there, (not merely placed in holes already dug); it cannot be uprooted. Made of material which is all either galvanized or well coated with rustless paint, it can neither rot nor rust. Having no flat surfaces exposed to the wind it cannot blow down. Conflagrations may burn up the farmer's forests, or destroy a field of hay in an hour, but the Steel Picket Fence that surrounds them remains intact, [and several miles of fence is well worth the saving.] All these qualities combine to ensure the DURABILITY of our fence.

It is easily and quickly put up and so constructed as to avoid that continual necessity of repairing broken hinges, latches, lost pickets, etc., which is, to say the least, so annoying. The gates fit, and do not droop nor warp, nor get "out of fix" in any way. For all these, and more reasons, it is a CONVENIENT fence.

As to economy, consider for a moment the price list on pages 17 and 18, then think over the qualities just mentioned, examine the price list again carefully, and then tell us if it is possible to attain anything more ECONOMICAL in the way of fencing.

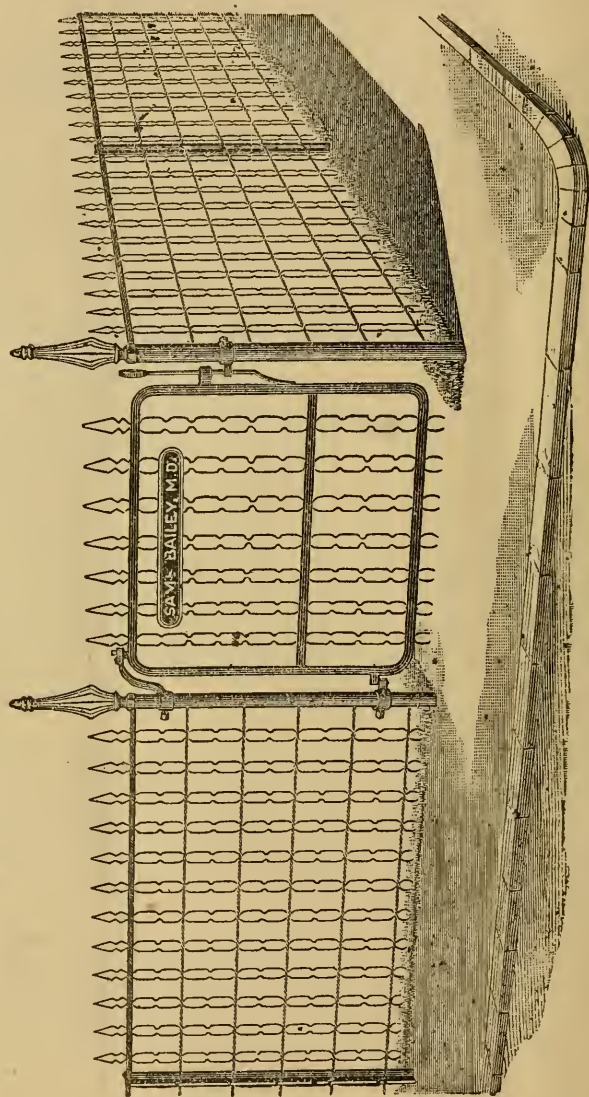



FIGURE 1. STYLE A.

SPEAR TOP STEEL PICKET FENCE.

SPEAR TOP STEEL PICKET FENCE.

The Standard Galvanized 37-inch "Spear Top" Steel Picket Fence is shown on opposite page (Fig. 1) as erected with our Steel Posts and Top Rail. Being equally well adapted for Wood Posts and Wood Top Rail, with no unsightly bottom rails or base boards to ROT or OBSTRUCT the view. It is universally pronounced the neatest, cheapest, and most durable ORNAMENTAL fencing made.

We make from 24 inches to 4 feet in height, varying by 6 inches, but the Standard size of this style is 37 inches high, pickets from No. 6½ wire, less than 3 inches apart, held by 6 two-strand cables of No. 12 wire, ALL THOROUGHLY GALVANIZED therefore, can not rust and will never require painting.

 The price for painting ordinary wood picket fence with two coats of good paint equals in many towns, therefore, the ENTIRE COST of our Galvanized Steel Picket Fence. (Note carefully directions for erecting Steel Picket Fence on page 20.)

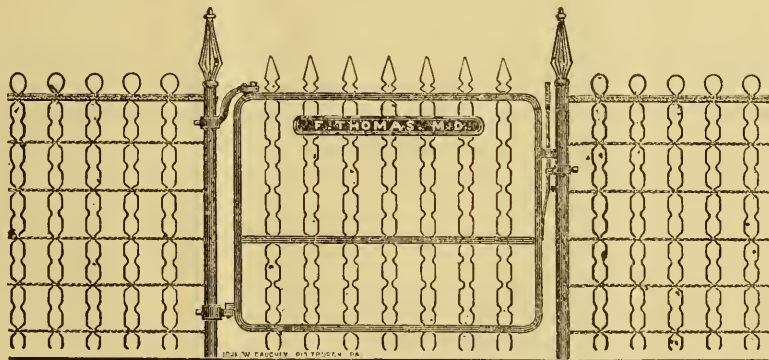


FIGURE 2. STYLES B AND C.

ROUND TOP PICKET FENCE.

Our STANDARD, (Style B), and EXTRA HEAVY, (Style C), Round Top Pickets are here represented. They are painted a purple color with best quality rustless paint, boiled in linseed oil. Many persons, after erecting our fence of this style, touch it up in various fancy colors, trimming the posts and top rail in suitable contrast, thus improving its appearance.

Standard weight Round Top Picket is 36 inches high and made from No. 5 rod. Extra Heavy Round Top is made from No. 4 rod. The size of the cables and the distance between pickets are same as Style A. These painted fences having HEAVIER PICKETS and at lower prices are preferred to the Galvanized article by many buyers. Both these styles, (B and C), are new and meet an urgent demand for a PAINTED FENCE.

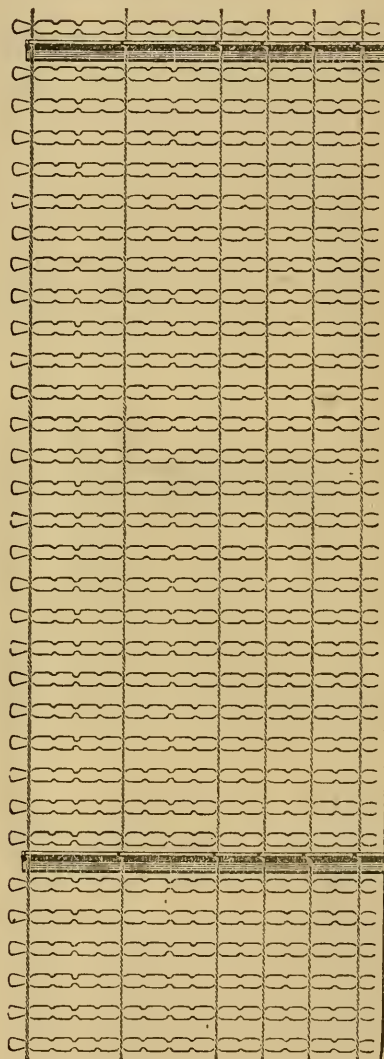


FIGURE 6. STYLE D.

STEEL PICKET FIELD FENCE.

STEEL PICKET FIELD FENCE.

On the opposite page (Fig. 3) is shown our new FIELD FENCE, (Style D), and a perfect success it is. Compare it with anything else offered, if you can find any thing at all comparable, and decide on its merits!

The men who are satisfied with the inhumane barb wire won't buy this Picket Field Fence, and the men who will use that apology for a fence known as woven wire fence or netting, don't deserve anything better, but the men, and they are legion in number, who have been forced to use the woven wood slat or wood picket fence for want of anything better—to such we bring good news on the subject of fencing: Our Steel Picket Field Fence

Is economical!

Will not blow down!

Will not be flooded away!

Will not burn up!

Will not sag or get out of shape!

Will not wreck and pull down posts!

Pickets will not rot!

Pickets will not break!

Pickets can not turn!

Pickets can not be pulled out!

Pickets always in perfect shape!

And it beautifies the farm!

Our 46-inch Field Fence has 6 CABLES of full No. 12½ wire; the 40-inch 5 CABLES of same size. The Pickets are full No. 8 wire, all thoroughly coated with best rust-proof paint.

Of course it costs more than some fences, but what of its comparative value? Candidly it's worth THREE TIMES the price of any other field fence made to-day! Our 40-inch Field Fence weighs over FIVE TIMES as much per rod as a 4-strand barb wire fence, and over THREE TIMES the weight of woven wire fencing. You get VALUE RECEIVED every time in Steel Picket Fence. This is why we have already been compelled to double our facilities in order to supply the demand for this fence. The merits of any good article count for more than a host of salesmen!

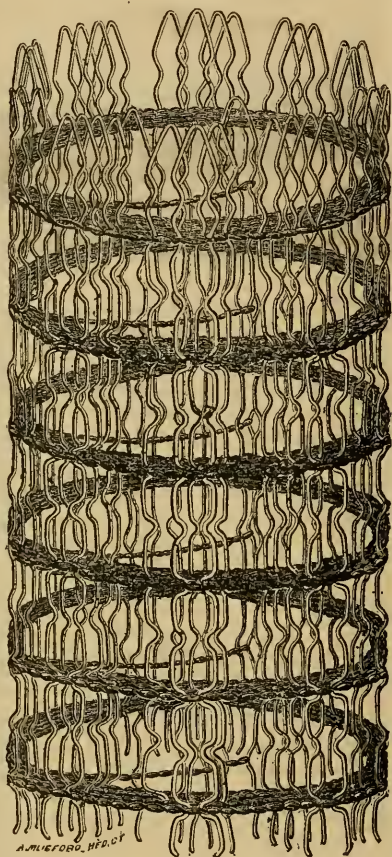


FIGURE 4. SPEAR TOP.

HOW WE SHIP IT.

This figure shows a roll of Spear Top fence ready for shipment. Compact as a roll of carpet; convenient to handle, and not liable to damage in transit. Full rolls contain 300 feet.

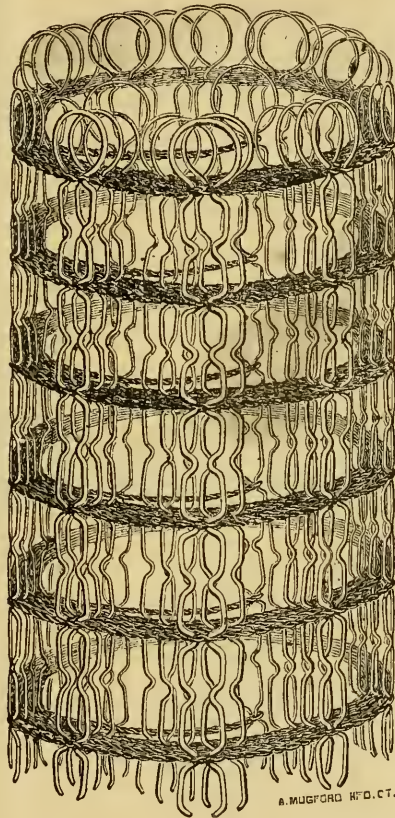


FIGURE 5. ROUND TOP.

Above is represented a roll of Round Top fence ready for shipment. Both styles of fence have their special good points and are equally admired.

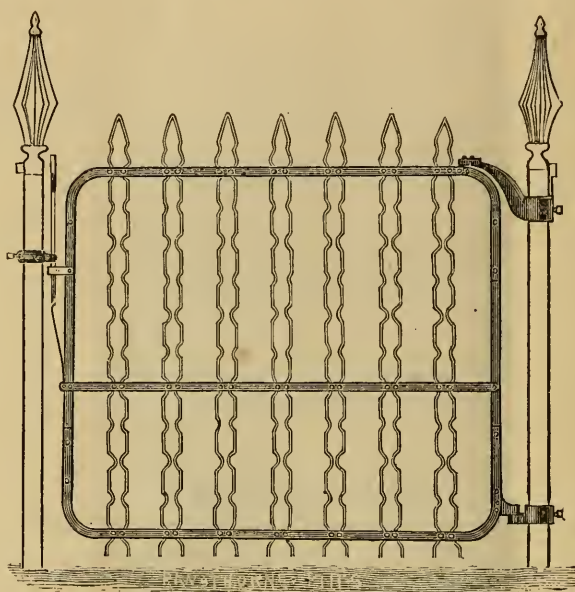


FIGURE 6.

SINGLE WALK STEEL PICKET GATE.

Here is our standard Single Walk Steel Picket Gate. (All gates have the Spear Top picket). They are ALL STEEL, SWING BOTH WAYS, have an AUTOMATIC HINGE that is quickly and easily adjusted to take up any wear or deflection of the gate post, and have a perfect SPRING LATCH.

These gates are exactly alike on both sides, and can be hung to swing either way, as circumstances may require.

They are CHEAP, and absolutely without competition in point of merit as the thousands sold already testify. Many dealers order by the dozen.

All gates are finished in Black Enamel, and are practically rust proof. NOT ONE has ever been criticized by buyers, much less condemned. Admittedly the CHEAPEST as well as BEST gate sold to-day. Note our prices and then compare this gate with any other that is made.

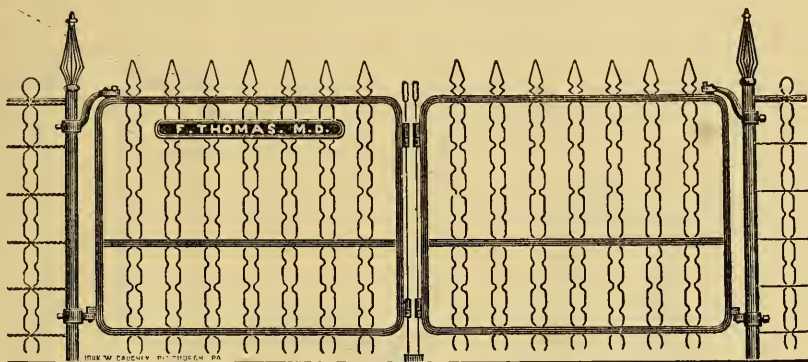


FIGURE 7.

DOUBLE DRIVE GATE.

This is the Double Drive Gate, with latch rods that drop into metal base plates, both being included in price of double gate. Standard lengths 8 and 9 feet. Special lengths to order.

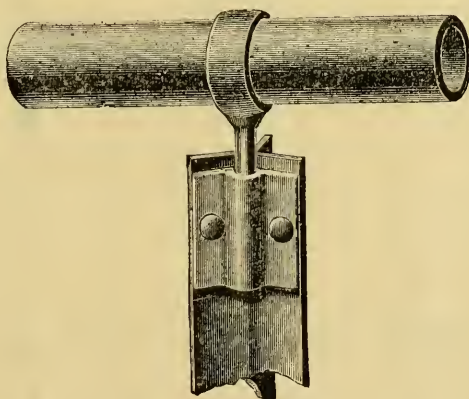


FIGURE 8.

TOP SECTION OF ADJUSTABLE "Y" LINE POST.

This figure shows the rear view of top section of a "Y" Line Post, illustrating the adjustable top, attachable to Line Posts after they have been driven. Its purpose is to carry the Pipe Top Rail and allowing its adjustment to any varying level of surface.

An ADJUSTABLE Line Post is an indispensable necessity to the best possible erection of any metallic fence. Of course they cost a little more than a plain post.

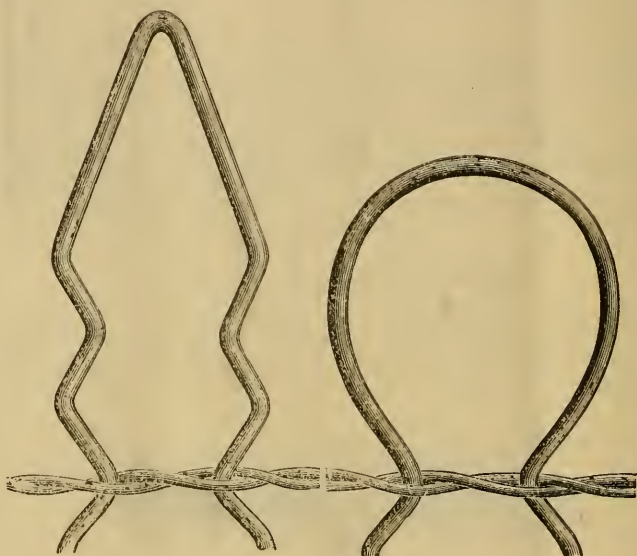


FIGURE 9.

WHY OUR PICKETS WILL NOT TURN.

Here is represented the only known method of holding Wire Pickets rigidly in position! The cable won't permit them to turn. The bend or corrugation won't allow them to move either up or down.

This cut shows the Spear and Round Top and relative height of each above the top cable.

All essential features in this fence thoroughly covered by BROAD PATENTS.



FIGURE 10.

GATE AND CORNER POSTS.

This figure illustrates our Gate and Corner Post minus hinges and special attachments. They are made from $1\frac{1}{2}$ -inch Steel Pipe, with Malleable Anchor Plate, similar to style used with Line Post, except that the ANCHOR is larger and fastened to the post with a set screw to avoid all turning of the round pipe when fence cables are attached. Two ANCHORS may be used on these posts if necessary.

Both Post and Anchor should be DRIVEN, not set by digging. The Ornamental Top should be used on all Gate and Corner Posts, whether wood or metal. They are easily attached after post is driven and add greatly to appearance of the Picket Fence.

Ornaments are included in price of Gate and Corner Posts.



FIGURE 11.



FIGURE 12.

STANDARD LINE POST.

Figure 11 shows our Standard Line Post, made from "Y" steel—the strongest possible shape with least weight—which has a STEEL ANCHOR that slips over two flanges of the post (after the post has been driven) and is then driven down until the top is about one inch below the ground surface.

This ANCHOR offers greater lateral resistance than a 6-inch wood post. Place ANCHOR in direction of fence line, not at right angles with it.

OUR OLD STYLE LINE POST.

Figure 12 is our original, or old style Line Post. It is a perfect one, but more expensive than our present Standard; some customers will have nothing else however. It is made from Steel Pipe with a rear steel brace, has a solid base that drives readily, and an ADJUSTABLE top.

All Line Posts are driven, there are no post holes to dig!



FIGURE 13.



FIGURE 14.

FARM POST.

Figure 13 shows the best Farm Post ever offered. This is the verdict of those who are unquestionably judges and who know the scores of previous failures to produce a perfect metal post at a marketable price. Drive this post to the required depth, slip the anchor on whichever side required, and with stroke of hammer or maul drive it a little below surface of the ground. These posts are all steel, well painted, and have slots to attach wire. No staples are needed. Anchor Plate offers greater bearing surface than a 6-inch wood post. No loosening of the ground and future trouble by digging post holes! This post is made from high carbon steel "Y" section, and has no competition as a Field or Farm Post.

The length of the Standard Farm Post is 6 feet. Punched in one rib for 6 strands of barbed or plain wire; this holds the wire securely in place.

STEEL HITCHING POST.

Figure 14 shows our Patent Steel Hitching Post, made from "Y" steel, similar section to the Farm and Line Post, and the strongest possible shape in which steel can be rolled. It has a Malleable Ornament or Cap that NEED NOT BE REMOVED before

driving the Post; simply use a block of wood on the top when driving to cushion the sledge blow. Don't forget to slip the Anchor on the lower end of Post before driving.

Each post has 30 inches of the best quality of weldless wrought iron chain attached with spring snap.

This is the cheapest, neatest and unquestionably THE BEST Hitching Post made. It cannot be broken or pulled out; can be driven close up to curb or tree. Sold freely by dealers everywhere.

Standard length 6 feet.

NOTE THESE FIGURES

in connection with the foregoing facts, before entertaining for a moment any thought of purchasing any other than our Picket Fence.

Estimated cost of 100 feet Standard Galvanized Steel Picket Fence. (Style A.)

| | |
|----------------------------------------------------|----------|
| 2 End Posts with Ornamental Top, @ \$2.00..... | \$ 4 00. |
| 10 Line Posts, @ 70 cents | 7 00. |
| 100 Feet 37-inch Galvanized Fence, @ 18 cents..... | 18 00. |
| 100 Feet Top Rail | 8 00. |

\$37 00.

100 Feet (style B) Standard weight, well Painted, No. 5 Pickets,
including same Posts and Rail,\$33 00.

100 Feet (style C) Extra Heavy weight, well Painted, No. 4
Pickets, including same Posts and Rail,.....\$35 00.

If Wood Post and Rail be used instead of Steel Post and Rail the cost for 100 feet, (style A) Galvanized, will not exceed 25 cents per lineal foot, and for 100 feet, (style B and C) not over 20 and 22 cents per foot respectively, including all Posts and Top Rails.

Think of it! Only \$20.00 for 100 feet of the Neatest Ornamental Fence ever built, including all Posts and Top Rails!!

We also sell our Posts without the fence if so desired, but, of course, the combination will give better satisfaction. There you have beauty, convenience, durability and economy.

PATENT STEEL PICKET FENCE.

| Style. | Spur • Top | Round Top | Height | Size of Pickets | Distance between Pickets. | No. of Cables | Size wire (2 strands) in cables | Price per lineal foot (galvaniz'd) | Price per lineal foot Painted |
|---------------------------|---------------|--------------|--------|--------------------|---------------------------------|------------------|---------------------------------------|------------------------------------------|-------------------------------------|
| A | " | | 24 in. | No. 6 | 3 in. | 4 | No. 12 | 14 cts. | |
| ** | " | | 30 " | " | " | 5 | " | *16 " | |
| *** | " | | 37 " | " | " | 6 | " | **18 " | |
| ** | " | | 42 " | " | " | 7 | " | *21 " | |
| ** | " | | 48 " | " | " | 8 | " | *25 " | |
| *B | | " | 30 " | 5 | " | 5 | " | | *12 cts. |
| *** | | " | 36 " | " | " | 6 | " | | **14 " |
| ** | | " | 41 " | " | " | 7 | " | | *17 " |
| ** | | " | 47 " | " | " | 8 | " | | *20 " |
| C | | " | 30 " | 4 | " | 5 | " | . | 14 " |
| *** | | " | 36 " | " | " | 6 | " | | *16 " |
| " | | " | 41 " | " | " | 7 | " | | 19 " |
| " | | " | 47 " | " | " | 8 | " | | 22 " |
| STEEL PICKET FIELD FENCE. | | | | | | | | | |
| D | | " | 35 " | 8 | " | 4 | 12 ² | | 8 " |
| *** | | " | 40 " | " | " | 5 | " | | **9 " |
| ** | | " | 46 " | " | " | 6 | " | | *10 " |

Sizes and styles marked * kept in stock, others made to order. ** Standard.

Special price for fence having Pickets spaced less than 3 inches apart.

In ordering either of our four styles of fence give height, size of picket, and state whether painted or galvanized; also give the letter indicating the style.

PRICE LIST.

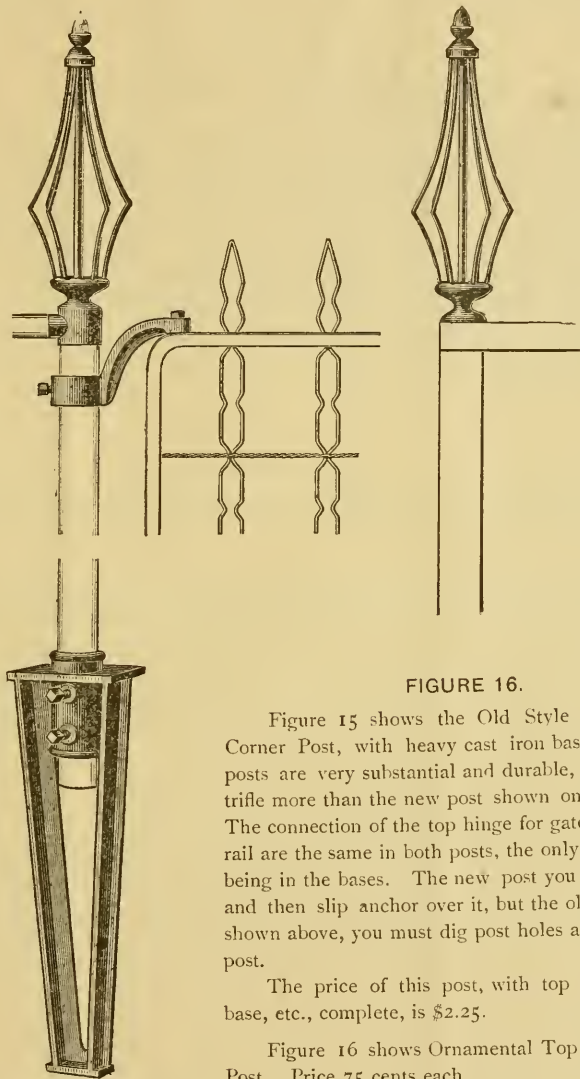


FIGURE 15.

FIGURE 16.


Figure 15 shows the Old Style Gate and Corner Post, with heavy cast iron base. These posts are very substantial and durable, and cost a trifle more than the new post shown on page 13. The connection of the top hinge for gates and top rail are the same in both posts, the only difference being in the bases. The new post you can drive, and then slip anchor over it, but the old style, as shown above, you must dig post holes and set the post.

The price of this post, with top ornament, base, etc., complete, is \$2.25.

Figure 16 shows Ornamental Top for Wood Post. Price 75 cents each.

A WORD ABOUT TOP RAILS.

We have tried many shapes, but find nothing so effective and easy to erect as Pipe, (Steel Pipe when obtainable,) and hence have adopted it permanently. Fence is attached to Pipe with Galvanized Wire Hooks which we furnish, holes being punched through the Pipe to receive them. Wood Top Rail should not be over 4x2, and fence attached with ordinary fence staples to the edge or 2-inch side of the rail. A Wood Post should not show more than 4 inches face to the front of the fence. Heavy Posts and Top Rails are out of place and look clumsy.

 Field Fence, (style D) does not require a Top Rail; simply stretch it from Post to Post like barb wire.

DIRECTIONS FOR ERECTING STEEL PICKET FENCE.

When using the Steel Post and Rail we furnish, great care should be exercised in "setting" or "driving" posts to have them in PERFECT LINE. Also make sure, with the use of a plumb line or level, that they are driven perpendicularly. First drive Gate and Corner Posts exactly where wanted, then draw a line from one to the other by which to drive the LINE Posts, placing the latter about 8 or 9 feet apart. Slip the Anchor Plate on the Line Post (before driving,) at right angles to the rib of post containing holes for attaching the fence, keeping these holes for attaching the cables facing front the line of the fence. Drive the Gate and Line Posts to the required depth (about 2 feet) taking care that the posts are in line, then drive the ANCHORS about one inch below the surface of the ground, not omitting to tighten the set screw in the Gate and Corner Post ANCHORS to avoid all TURNING or TWISTING of the posts. This done, place the ADJUSTABLE KNUCKLE in the top of the Line Post and adjust the ORNAMENT in the top of the Gate and Corner Posts to receive the Top Rail, with holes in the latter facing the front, and you are ready to stretch up the fence. BEGIN WITH THIRD CABLE FROM THE TOP, stretch this TAUT with ordinary barb wire stretcher, and then follow with the other cables until the pickets are vertical. A popular feature in the Steel Picket Fence is that the pickets are ALWAYS PERPENDICULAR, no matter how irregular the ground surface may be, if the fence is properly erected.

Any one of ordinary intelligence can erect this fence on our Steel Post and Rail without difficulty by observing the above directions, and with Wood Posts and Rail, simply observe the instructions as to stretching the fence. IT NEVER SAGS OR GETS OUT OF SHAPE.

Hear what a few of those who are buying Steel
Picket Fence think of it.

LOUISVILLE, KY., June 15, 1888.

When we made you our first order dated March 8, last, for 5,000 feet Patent Steel Picket Fence, we had some misgivings about being able to dispose of this quantity, but to our surprise, we have sold over twice this amount, and had we been promptly supplied by you, our sales would have trebled this amount.

For several weeks since we made our first order we have not had a foot of your fence in stock.

We have sold some of this fence in our city, that is used between the nicest residences that we have, and the parties to whom we sold these goods have expressed themselves as being entirely satisfied and delighted with the appearance and durability of the fence.

Have called the attention of several architects in our city to the fence, and all of these who have seen it say they will specify for the Steel Picket Fence in their contracts hereafter. We shall expect to largely increase our sales during the fall, both in the city and country, as this is the period for finishing dwelling houses that are now being built.

We hope you will hold yourselves in readiness to supply our wants more promptly than you have been able to do in the past. We have just got in 2,000 feet of your fence and as soon as we get through taking stock will send you an additional order.

Yours Truly,

HART HARDWARE CO.

ARDMORE, PA., April 30, 1888.

Please ship at once, if possible, 3,000 feet of your 37-inch Steel Picket Fence. Have used the 3,100 feet ordered of you November 15, 1887, around the houses finished last fall, and I have it around my own place with your iron posts and rail, and it is considered one of the prettiest fences in the neighborhood. There have been at least twenty people making inquiries where it can be had. Kindly send some of your circulars.

Yours Truly,

H. E. FREESE,

Mgr. Ardmore Land and Improvement Co.

BRADFORD, PA., July 6, 1888.

Our sales of your Patent Steel Picket Fence are largely increased over last year, owing to the low price for so handsome and durable a fence.

Your fence surrounds some of the finest residences in this city. In appearance it excels iron fences, which cost from five to ten times as much per foot. Wherever it is put up we are sure of more sales in that neighborhood.

It costs less than ordinary wood picket fence, and the latter looks "clumsy" and "boxy" alongside of it.

Yours Truly,

L. EMERY, JR. & CO.

LITTLE ROCK, Ark., May 7, 1888.

We enclose you herewith New York draft for \$100 in payment for Steel Picket Fencing and Gates.

The most of this fencing is to be placed in front of my residence on one of our prominent corners. I will use a stone base, which will be both neat and tasty.

The Steel Picket Fence is the most tasty and ornamental of any fencing of its class that I have yet seen.

Yours Truly,

PARKER & WORTHEN.

BUTLER, MO., July 5, 1888.

We will recommend your Steel Wire Picket Fence to all those wanting a handsome article and a cheap fence. It is decidedly the finest fence and much cheaper than any that has ever been built in this part of the state.

Yours Truly,
T. J. DAY.

ALLENTOWN, PA., July 6, 1888.

We have sold the Steel Picket Fence for upwards of two years and are satisfied that it is the best and cheapest, as well as the handsomest fence in the world. Our sales are fast increasing and are sure that it will take the place of wood picket fencing, as it is cheaper and more durable.

Yours Truly,
M. S. YOUNG & CO.

BALTIMORE, MD., July 9, 1888.

We think very favorable of Your Steel Picket Fence and expect to sell considerable of it in the future. What we have sold has given satisfaction in every case, and we hope to do still better when the people get better acquainted with the fence.

Yours Truly,
DUFUR & CO.

FREEHOLD, N. J., July 9, 1888.

Yours is a complete fence and I am much pleased with it. It gives good satisfaction in every way. Presents a pretty appearance around my property and has been very much admired by all who have seen it, and we think you should sell a good many other parties in our town. It is durable and practical in every way and we recommend it to any parties in need of a fence.

Yours Truly,
H. J. MOUNT.

COVINGTON, IND., July 8, 1888.

We have been handling your Steel Picket Fence the past six months and have found an increasing demand for it. All we have sold has given perfect satisfaction. We believe it to be the best fence for the money in the market.

Yours Truly,
MAYER & SCHUSTER.

GREENSBURG, IND., May 9, 1888.

Send us immediately one-half dozen Steel Picket Gates. The fence is "catching on" in good shape.

Yours Truly,
HAMILTON, CUNNINGHAM & CO.

WESTMINSTER, MD., July 7, 1888.

In purchasing from Messrs. M. Schaeffer & Co., agents for the Hartman Patent Steel Picket Fence, we have secured one of the prettiest ornamental wire fences in the state.

Yours Truly, WEST END IMPROVEMENT CO.

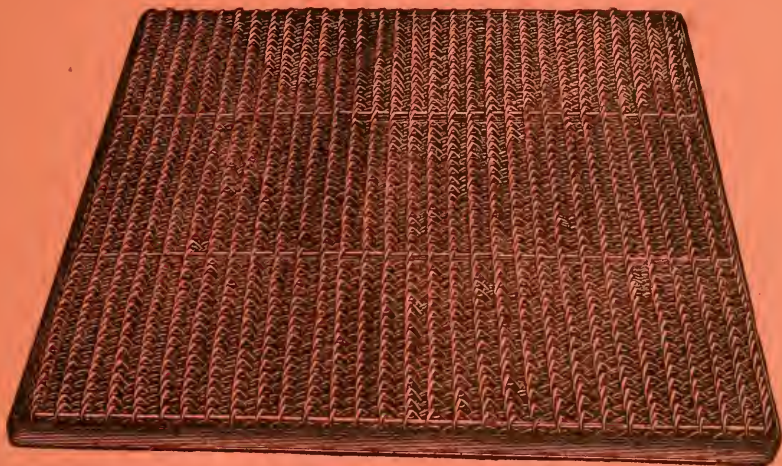
WESTMINSTER, MD., July 12, 1888.

I consider that the Hartman Steel Picket Fence the most durable and cheapest ornamental wire fence I have ever seen. It gives me the best of satisfaction, along with your Steel Picket Gate, which is just the thing to complete a neat fence.

Yours, Etc., EDWARD LYNCH.

The foregoing are but a few of the pile of testimonials received as to the entire satisfaction given by our Picket Fence. Every order for more contains a few or many words of commendation.

THIS FIGURE SHOWS THE CELEBRATED



“HARTMAN”

STEEL WIRE DOOR MAT

REVERSIBLE AND INDESTRUCTIBLE.

NOVEL AND INDESPENSABLE.

LARGE JOBBERS AND DEALERS BUY
SEVERAL GROSS AT A TIME.

SEND FOR WIRE MAT CIRCULARS.

